

Exhibit D

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1 **Call date:** 9/15/18

2 **Duration:** 18:00

3 **Call Begin:** [] **Call End** []

4 **Call Participants:**

5 Rick Singer

6 John LNU

7 **File Name:** 9163848802 2018-09-15 13-04-26 08137-001

8 **Bates No.:**

9

10 _: [00:00] Good morning.

11 SINGER: Good morning (inaudible).

12 LNU: Hello, Rick.

13 SINGER: Hey, John.

14 _: (inaudible) how you doing?

15 LNU: How you doing?

16 SINGER: Good. How you doing?

17 LNU: Hey, you at a game?

18 SINGER: No, no. I'm just leaving somewhere.

19 LNU: OK. [laughter] Hey, what's the best way for us to put

20 together a structured relationship for the girls and, uh,

21 you know, get some -- you know, let's say regular advice

22 or at least some periodic advice for them as they go

23 through the search process and they're trying to identify

24 majors --

1 LNU: Right.

2 SINGER: If you said -- and you know that -- that if you said
3 you wanted to go somewhere like Stanford or Harvard or
4 Yale and go through a different door, you can do that.
5 But to go in directly you've got to be -- just to play
6 you've got to be 35, 36 plus essentially perfect grades
7 and then you've got to have subject test scores in the
8 mid-700s.

9 LNU: Right. OK. Well, that's good, uh, good general
10 direction. And then on the, um -- the other doors, you
11 have certainly things like crew. Can they try that? Is
12 that still your -- your number one differentiator? If
13 they had a really good time, they could work on that and
14 get a time of X, that might be a second door. Or you
15 have the other door, where, you know, you can, you know,
16 make a contribution kind of thing.

17 SINGER: Yeah. So we -- we're -- that's why I'm going to
18 Harvard next Friday, because the president wants to do a
19 deal with me [07:00] because he found out that I've
20 already got 4 already in without his help. So he's like,
21 "How about -- why would you go to somebody else if you
22 could come to me?" I said, "Well, I didn't know I could
23 come to you." Huh.